

**DIGITALIZATION OF PRICE ESTIMATE
TO SPEED UP QUOTE FROM SALES TO CUSTOMER**

By

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STATEMENT BY THE AUTHOR

I hereby declare that this submission is my own work and to the best of my knowledge, it contains no material previously published or written by another person, nor material which to a substantial extent has been accepted for the award of any other degree or diploma at any educational institution, except where due acknowledgement is made in the thesis.

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ABSTRACT

EXAMPLE OF BACHELOR THESIS TITLE WITH LENGTH OF TWO LINES

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In the context of an increasingly developing mining industry, speed and accuracy in price quotations for supporting equipment, such as water trucks for haul roads, are crucial. This thesis examines the digitization of the price calculation request process to speed up the creation of offers from the sales team to customers. This research integrates digital technology and data analysis tools such as Power BI to automate and simplify the price estimation process.

The focus of this research is on the application of digitalization to increase efficiency in calculating and presenting price estimates, especially in the context of supporting equipment for mining. Through case studies and system analysis, this thesis evaluates the use of Power BI in managing and analyzing pricing data, and its impact on bid time and accuracy.

The research results show that digitizing the price calculation process and applying data analysis tools can significantly speed up the creation of offers, increase the accuracy of estimates, and improve customer satisfaction. With effective implementation, companies can increase responsiveness to market demand and gain competitive advantage.

Keywords: Digitalization, Request Price Calculation, Power BI, Bidding, Supporting Equipment for Mining, Water Trucks for Haul Roads

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DEDICATION

I dedicate this works for:

My Parents : Bayu Cahyono dan Dini Sri Hardini

My Wife : Derin Nur'aini

My Daughter : Ruhma Shaabira Nursafar

My Advisor : Dr. Ir. Gembong Baskoro, M.Sc.

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